

<i>Title:</i>	<b>NEW ADB BUSINESS OPPORTUNITIES, PROPOSED LOAN PROJECTS, AUGUST 2005</b>
<i>Subject Country(ies)</i>	Cambodia, Cook Islands, India, Pakistan, Regional, Samoa and Uzbekistan
<i>Post of Origin</i>	Asian Development Bank (ADB)
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<i>Officer's Title</i>	Senior Commercial Officer
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1. This report alerts U.S. firms to **US\$ 602.36 million** in new, potential procurement of goods and services in Cambodia, Cook Islands, India, Pakistan, Regional, Samoa and Uzbekistan. These opportunities are examples of the many procurements financed by Asian Development Bank (ADB) loans to 37 ADB developing member countries. For 2004, U.S. contractors and equipment suppliers succeeded in winning US\$ 52.96 million in such national procurements as well as another US\$ 33.13 million in consulting services financed by ADB loans, and technical assistance grants.
2. This is an early report to notify prospective U.S. exporters of subsequent formal consideration of development projects by the ADB Board of Directors. Generally, tender documents are issued 12-24 months after loan approval. Interested prospective U.S. contractors and equipment suppliers should contact the persons listed below to position themselves for the upcoming opportunities. U.S. consultants should contact the persons listed below and submit an Expression of Interest (EOI) to the national executing agency to market their firms' expertise and experience on similar past projects and eventually receive notices of upcoming tenders.
3. U.S. consultants must also register with the ADB DACON (Data on Consulting Firms) system. DACON registration should be completed on-line at

<http://www.adb.org/consulting/dacon>>. For loan projects, primary responsibility for hiring consultants rests with the executing agency in the borrowing country. A good way to facilitate contact with the executing agency is by working with the appropriate U.S. Embassy Officer contact identified at the end of each project summary, i.e., “In-Country US Embassy Commercial Officer”.

4. Firms may also send a notification copy of their EOIs to the U.S. Commercial Service Liaison Office to the ADB, Attention: Frank Foster, Senior Commercial Officer, PSC 500 Box 33, FPO AP 96515-1000, or to the same office at its international mailing address: 25th Floor Ayala Life-FGU Center, 6811 Ayala Avenue, Makati City, Metro Manila, Philippines 1226; Phone: (63-2) 887-1345; Fax: (63-2) 887-1164; E-mail: [manila.adb.office.box@mail.doc.gov](mailto:manila.adb.office.box@mail.doc.gov). Information about these projects are likewise available at our website at <http://www.buyusa.gov/adb>. This office works closely with the Office of the U.S. Executive Director to the ADB to increase American awareness of, and participation in, the ADB's activities.

5. The project listed in this report is now being actively processed by the ADB. For more information on this project, the name of the ADB project officer is indicated in the project brief. The U.S. Commercial Service Liaison Office to the ADB is ready to provide assistance to U.S. firms upon request.

6. The following loan projects are reprinted with permission from the Asian Development Bank, from the ADB website at <http://www.adb.org> and appeared for the first time in June and July 2005. For more information on development in Asia and the Pacific, see <http://www.adb.org>.

## **LOAN PROJECTS, AUGUST 2005**

### **A. CAMBODIA**

<b>Project Name</b>	:	<b>Financial Sector Program (cluster; Sub-loan III)</b>
<b>Project No.</b>	:	<b>CAM 32431-03</b>
<b>Executing Agency</b>	:	<b>National Bank of Cambodia</b>
<b>Loan Amount</b>	:	<b>US\$ 10 million</b>
<b>Sector/Sub-sector</b>	:	<b>Finance /Finance Sector Development</b>

#### **Objectives and Scope:**

The overall objective of the Financial Sector Program Loan (FSPL) is to promote the development of a sound, market-based financial system to enhance resource mobilization and support sustainable economic growth by establishing a foundation for the banking and insurance sectors and developing the financial market. The FSPL adopted a program cluster approach with three subprograms based on ADB's program lending policies. Each succeeding subprogram was to be processed sequentially upon completion of the preceding subprogram. Subprogram III will focus on (i) enhancing the banking sector infrastructure, (ii) enacting commercial laws and building capacity, (iii)

laying the foundations for the inter-bank and money markets, and (iv) developing the accounting and auditing practices.

**Procurement:**

*Goods* : None

*Services*: None

**Environmental Category:** C

**Project Processing Stage:** Fact-finding Mission completed: 12 May 2005.

**Project Officer** : Samiuela T. Tukuafu  
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**In-country U.S. Embassy**

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**B. COOK ISLANDS**

**Project Name** : **Cyclone Emergency Assistance Project (formerly  
Emergency Rehabilitation Project)**  
**Project No.** : COO 39118-01  
**Executing Agency** : Ministry of Finance and Economic Management  
**Loan Amount** : US\$ 2.83 million  
**Sector/Sub-sector** : Multi-sector

**Objectives and Scope:**

The objectives of the Cyclone Emergency Assistance Project are (i) to support the Government's capacity to implement a comprehensive recovery action to mitigate socioeconomic impact of the five 2005 cyclones by financing the additional and unforeseen recovery expenditures, and (ii) support prudent financial management of the Government's fiscal resources and continued adherence with the performance ratios agreed under the Manila Agreement and the associated reforms that resolved the country's debt repayment problems in 1998 by ensuring continued financial viability of the public finances and debt repayment.

**Procurement:**

*Goods*: Procurement of goods, services, and works will be carried out consistent with ADB's Guidelines for Procurement as described for the Emergency Assistance Loans in

the Disaster and Emergency Assistance Policy to ensure maximum expediency in implementing the comprehensive recovery program.

*Services:*

The management of the loan will require 48 person-months of domestic consulting services for a project manager and certified accountant. In addition, the Project Management Unit will be supported by 6 person-months of domestic technical support to include specific assessments, detailed design, contract supervision, and quality control and will be engaged as needed for the specific recovery activities by the Project Manager. The Government will select these services in accordance with ADB's Guidelines on the Use of Consultants and other arrangements satisfactory to ADB for the engagement of consultants.

**Environmental Category:** B

**Project Processing Stage:** Approved by the Bank: 30 June 2005.

**Project Officer :** Sirpa Jarvenpaa  
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Beryl Blecher, Senior Commercial Officer  
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**C. INDIA**

**Project Name :** Kerala Sustainable Urban Development (formerly Urban Infrastructure Development and Environment II)  
**Project No. :** IND 32300-01  
**Executing Agency :** Government of Kerala  
Contact: Local Self Government (Urban) Department (LSGUD)  
**Loan Amount :** US\$ 205 million  
**Sector/Sub-sector :** Water Supply, Sanitation & Waste Management /Integrated

**Objectives and Scope:**

The expected impact of the Project is increased growth potential of and reduced poverty in the Project cities. The expected outcome of the Project is improved urban environment, economy, and living conditions for the 2.6 million people living the five Project cities. To this end, the Project will (i) improve and expand urban infrastructure

and services; (ii) enhance livelihoods; and (iii) improve urban management, planning, and financing capacity of the sector institutions especially the MCs to ensure sustainable provision of urban infrastructure and services.

**Procurement:**

*Goods:* Goods, works, and services financed by ADB will be procured in accordance with ADB's Guidelines for Procurement. Procurement will generally be carried out by the PIUs, except for equipment and vehicles common to all MCs, which will be procured by the PMU. To the extent possible, goods to be procured will be grouped into packages larger than \$1 million to be suitable for international competitive bidding (ICB) procedures. Miscellaneous goods for immediate use that cannot be grouped into a larger package, costing less than \$1 million will be procured through international shopping (IS) or local competitive bidding (LCB) procedures. Civil works will be packaged based on a number of factors such as the type of work, experience available in and likely interest by local/international contractors, time required for detailed engineering designs and preparation of bidding documents. Contracts over \$10 million will be procured through ICB, civil works contracts costing less than \$10 million will be procured through LCB procedures. Some technically complex civil works like sewerage treatment plants, road improvements, and solid waste treatment and disposal sites will be tendered on a turnkey basis.

*Services:* Consulting services will be selected and engaged using ADB's Quality- and Cost-based selection (QCBS) procedures and in accordance with ADB's Guidelines on the Use of Consultants and other arrangements satisfactory to ADB for engaging domestic consultants. A total of 2,964 person-months of consulting services (78 international and 2,886 domestic) will be required. An international consulting firm in association with domestic consulting firms will be engaged to assist the PMU in overall project administration, management, and monitoring. The estimated consulting services requirement for the Project Management Consultant (PMC) is 276 person-months (78 international and 198 domestic). Two domestic consulting firms will be engaged as Design and Supervision Consultants (DSCs) to assist the PIUs in daily project implementation activities. A total of 2,688 person-months of consulting services will be required for the two DSCs (1,176 and 1,512 person-months for the southern and northern regions, respectively). The PMU will also engage a domestic Public Relations Consultant (PRC) for public relations and awareness programs (120 person-months), and a domestic Project Performance Monitoring System (PPMS) Consultant for the monitoring and assessment of the impacts of the project (45 person-months).

**Environmental Category:** B

**Project Processing Stage:** Fact-finding Mission completed: 21 May 2005.

**In-country U.S. Embassy**

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#### **D. PAKISTAN**

**Project Name** : **Subregional Connectivity and Trade Facilitation I**  
**Project No.** : PAK 37559-01  
**Executing Agency** : National Highway Authority  
Contact: Mr. Raja Nowsherwan, Member (Planning)  
Tel. No.: (92-51) 926-0409  
Fax. No.: (92-51) 926-0418  
E-mail: [nraja@nha.gov.pk](mailto:nraja@nha.gov.pk)  
**Loan Amount** : US\$ 290 million  
**Sector/Sub-sector** : Transport & Communications /Roads & Highways

#### **Objectives and Scope:**

The proposed Project is designed to achieve three specific objectives: (i) improve road sector efficiency on the main transport corridors in Pakistan, (ii) support regional cooperation by removing or relaxing physical, institutional and other barriers to improved transportation and increased trade; and (iii) institutional capacity building of the National Highway Authority (NHA). Project Location: (1) National Highway Improvement/Rehabilitation: N-25, Hub – Uthal, Balochistan; N-70, Multan – Muzaffargarh, Punjab; N-50, Khanozai – Mughal Kot, Balochistan-NWFP; N-35, Hasan Abdal – Manshera, NWFP; N-65, Sukkur – Jacobabad, Sindh; N-80, Tarnol – Jand, Punjab; N-70, Qila Saifullah – Wiagum Rud, Balochistan; (2) Institutional Strengthening: National Highway Authority, Islamabad.

#### **Procurement:**

*Goods:* All civil works contracts (about 9 contract packages) will be procured in accordance with ADB's Guidelines for Procurement following international competitive bidding (ICB) procedures. Civil works contracts will have an estimated value from \$24 million to \$92 million, and will be executed in three phases, each with 24-36 months period. Supply contracts with values of more than \$500,000 will be procured under international competitive bidding (ICB) procedures, with values between \$100,000-500,000 and for less than \$100,000 will be procured through international shopping (IS) and direct purchase (DP) arrangements, respectively.

*Services:* All consultants will be selected and recruited through a firm using the Quality- and Cost-based Selection (QCBS) method, in accordance with ADB's Guidelines on the Use of Consultants and other arrangements satisfactory to ADB for engagement of domestic consultants. The Project will require consulting services to assist NHA in (i) project management, (ii) construction supervision, and (iii) policy reform and institutional strengthening of NHA. International consulting firms in association with domestic firms will be recruited in about 5 contract packages. An estimated 408 person-month of international and 5,243 person-month of domestic consulting inputs will be

required. Domestic specialists for resettlement and environmental monitoring will be engaged individually. About 72 person-month consulting inputs will be required.

**Environmental Category:** A

**Project Processing Stage:** Fact-finding Mission completed: 6 June 2005.

**Project Officer** : Allan Lee  
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#### **E. REGIONAL**

**Project Name** : **Dushanbe-Kyrgyz Border Road Rehabilitation Project, Phase II (TAJ)**  
**Project No.** : REG 38236-01  
**Executing Agency** : Ministry of Transport  
Contact: Mr. Abdurakhim Ashurov, Minister  
Address: 14 Aini Street, Dushanbe 734042  
Fax. No.: (992-372) 212-003; 211-867  
**Loan Amount** : US\$ 30 million  
**Sector/Sub-sector** : Transport & Communications /Roads & Highways

#### **Objectives and Scope:**

The objective of the Project is to reduce poverty by increasing regional trade and cooperation through the rehabilitation of the central and border sections of the road from Dushanbe to the Tajik-Kyrgyz border. The Project will also reduce the cost of road transport and improve access to markets for people living along the road. The Project's thematic priorities are regional cooperation and sustainable economic growth.

#### **Procurement:**

*Goods:* To be determined by the Fact-finding Mission.

*Services:* Consulting services requirement will be determined during the Fact-finding Mission.

**Environmental Category:** B

**Project Processing Stage:** Fact-finding Mission completed: 13 July 2005.

**Project Officer :** Jeffrey M. Miller  
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#### **F. SAMOA**

**Project Name :** Education Sector Project II (formerly Education and Youth Development)  
**Project No. :** SAM 34285-01  
**Executing Agency :** Ministry of Finance  
**Loan Amount :** US\$ 9.53 million  
**Sector/Sub-sector :** Education /Basic Education

#### **Objectives and Scope:**

The objective of the Project is to establish an equitable and effective education system that will enhance learning outcomes of young people for further study, work and adult life. The specific outcome will be enhanced quality of education by improving the curriculum, assessment, learning materials, teaching practice and equitable access to trained teachers, facilities, furniture and equipment. The Project will focus on bridging the gaps in educational service provision for children from disadvantaged areas by specially targeting secondary schools in rural areas not supported by ESP I and other donor assisted Projects.

#### **Procurement:**

*Goods:* All procurement to be financed from ADB loan proceeds will be carried out in accordance with ADB's Guidelines for Procurement. The Project management team will be responsible for all procurement reflecting ADB's anticorruption policy.

*Services:* ADB will finance 123 person-months of domestic and 44 person-months of international consulting services; AusAID/NZAID will provide 292 person-months of domestic, and 40 person-months of international consulting services (number or person-months of consulting services by ADB/AusAID/NZAID will be confirmed during the appraisal and the fees for the consultants will be revised to make them consistent). This will include experts in the fields of preventive maintenance, policy research and evaluation. curriculum and learning materials design, and learning assessment.

**Environmental Category:** To be determined.

**Project Processing Stage:** Management Review Meeting (MRM) completed: 14 July 2005.

**Project Officer :** Kowsar P. Chowdhury



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**G. UZBEKISTAN**

**G.1: Project Name :** **Information and Communication Technology (ICT) in Basic Education**  
**Project No. :** UZB 37698-01  
**Executing Agency :** Ministry of Public Education  
Contact: Mr. Rustamkul Akhlidinov, First Deputy Minister  
Fax. No.: (998-71) 139-1630  
**Loan Amount :** US\$ 30 million  
**Sector/Sub-sector :** Education /Basic Education

**Objectives and Scope:**

The Project will improve the quality, relevance and equitable access of basic education for all students, including students in poor and remote areas. The outcome of the Project is to improve learning through ICT use in priority subject areas in grades 5-9 in project schools with a pro-poor focus. The Project comprises four components: (i) establishment of school clusters for ICT; (ii) strengthening teacher and staff development for ICT; (iii) learning materials development; and (iv) capacity building and management support.

**Procurement:**

*Goods:* The Project will procure (i) standard packages of ICT hardware and peripherals, and related furniture and other equipment for 860 CLSs; (ii) non-PC based learning materials and equipment including audio-video sets; and (iii) furniture and computers for office and administrative use. ADB loan-financed goods and services will be procured following ADB's Guidelines for Procurement. Procurement of largest value will be for ICT hardware, which may be broken in several packages each larger than \$1 million to allow proper sequencing of ICT installment in schools and sufficient participation of local contractors.

*Services:* The Project will require 171 person-months (pm) of consulting services, consisting of 56 pm of international and 115 pm of domestic consultants. International consultants will be engaged through a firm using Quality- and Cost-based Selection (QCBS) method in accordance with ADB's Guidelines on the Use of Consultants. Domestic consultants with relevant expertise will be selected using selection procedures satisfactory to ADB.

**Environmental Category:** C

**Project Processing Stage:** Fact-finding Mission completed: 30 June 2005.

**Project Officer :** Lan Wu  
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Commercial Officer :** Jahangir Kakharov  
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**G.2: Project Name :** **Kashkadarya and Navoi Rural Water Supply and Sanitation Sector Project**

**Project No. :** UZB 38074-01

**Executing Agency :** Uzbekistan Communal Services Agency  
Contact: Mr. Fakhridin Miryusupov, Director  
Address: 1, Niyozbek Yuli St., 700035, Tashkent  
Republic of Uzbekistan  
Tel. No.: (998-71) 132-2531  
Fax. No.: (998-71) 135-4524  
E-mail : [pmu1842@sarkor.uz](mailto:pmu1842@sarkor.uz)

**Loan Amount :** US\$ 25 million

**Sector/Sub-sector :** Water Supply, Sanitation & Waste Management /  
Water Supply & Sanitation

**Objectives and Scope:**

The Project will improve the living conditions and public health in rural areas of Kashkadarya and Navoi cities (oblasts). The Project will upgrade service levels, delivery efficiency, and achieve better cost recovery by providing capacity building and project management support. The Project will assist the Government in the implementation of institutional reform for water supply infrastructure services, and the provision and upgrading of reliable financially sustainable water supply services that will improve public health, promote economic development, and reduce rural poverty. The project components are (i) physical infrastructure; and (ii) institutional development, which includes a capacity-building program, a hygiene and sanitation education program, and consulting services for project management support.

**Procurement:**

*Goods:* The supply of goods and services in the oblasts financed under the Project will be undertaken in accordance with ADB's Guidelines for Procurement and in accordance with national procurement procedures of the Republic of Uzbekistan. International

competitive bidding (ICB) procedures will be applied to supply contracts estimated to cost the equivalent of \$10 million or more. All subprojects estimated below \$3 million can constitute single packages to be procured under local competitive bidding (LCB). Supply contracts with a value less than \$1 million equivalent will follow international shopping (IS) procedures except for supply contracts with value less than \$100,000 equivalent, which may be procured by direct purchase (DP).

*Services:* The Project will require consulting services in the fields of project management, water supply and sanitation engineering, environmental examination, hydrogeology, well drilling, hygiene and sanitation education, financial and accounting advice, social assessment and safeguards, and institutional development for assistance with (i) development of standard water supply designs; (ii) elaboration of detailed design and construction drawings; (iii) preparation of contract packages and tender documents; (iv) construction supervision and evaluation of project activities; (v) support to the institutional development program; (vi) support to the activities of the PMU and of the PIUs; (vii) training of the accounting staff in preparing loan withdrawal applications and supporting documents; and (viii) maintaining accurate and sufficient accounting project records. A total of 656 person-months (pm) [50 pm international and 606 pm domestic] of consulting services are required for project management support. The international consultants will be involved in project management, financial, and institutional strengthening activities. The domestic consultants main activities will be to review technical studies including detailed designs, and to supervise construction.

**Environmental Category:** To be determined.

**Project Processing Stage:** Fact-finding Mission completed: 6 June 2005.

**Project Officer** : Peter Wallum  
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